ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2012

FOR

BLP (NORTHERN) LIMITED

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BLP (NORTHERN) LIMITED

COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2012

DIRECTORS

B Kane L Kane P Kane K M Scott P A Kane

V Kane S B Dobinson

SECRETARY

V Kane

REGISTERED OFFICE:

Unit 99/15, North Tyne Ind Estate

Whitley Road

Benton

Newcastle upon Tyne Tyne and Wear NE12 9SZ

REGISTERED NUMBER:

02605236 (England and Wales)

SENIOR STATUTORY AUDITOR E Constable FCCA

AUDITORS:

Robson Laidler LLP Statutory Auditor Fernwood House Fernwood Road Newcastle upon Tyne Tyne and Wear

NE2 1TJ

SOLICITORS:

Robert Muckle

Norham House

12 New Bridge Street West Newcastle upon Tyne

Tyne and Wear

NEI 8AS

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2012

The directors present their report with the accounts of the company for the year ended 31 December 2012

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of a manufacturing printer and provider of direct mail services

REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements

The trading performance of the company generated a headline profit before tax of £58 lk, however, the impact of non recurring exceptional items in the year has resulted in a final profit before tax of £8 2k. Although this has led to a decrease in after tax reserves of £7 3k, the company continues to make considerable reductions in its level of external debt finance.

The company has decided to exit some product areas where margins have become unsustainable resulting in a small reduction in sales revenue, however, overall gross margins have been maintained at 2010/2011 levels

The company continues to pursue its strategy of forming long term relationships with key account clients, and despite the on-going challenges in the sector, the directors are confident, going forward, of maintaining a growing business with sustainable profitability

DIVIDENDS

No dividends will be distributed for the year ended 31 December 2012

DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2012 to the date of this report

B Kane

L Kane

P Kane

K M Scott

P A Kane

V Kane

S B Dobinson

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted. Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2012

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

AUDITORS

The auditors, Robson Laidler LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD:

P Kane - Director

Date 24/9/13

REPORT OF THE INDEPENDENT AUDITORS TO BLP (NORTHERN) LIMITED UNDER SECTION 449 OF THE COMPANIES ACT 2006

We have examined the abbreviated accounts set out on pages five to eighteen, together with the full financial statements of BLP (Northern) Limited for the year ended 31 December 2012 prepared under Section 396 of the Companies Act 2006

This report is made solely to the company, in accordance with Section 449 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company, for our work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with Section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the Regulations made under that Section and to report our opinion to you

Basis of opinion

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the Regulations made under that Section

E Constable FCCA (Senior Statutory Auditor) for and on behalf of Robson Laidler LLP Statutory Auditor Fernwood House Fernwood Road Newcastle upon Tyne Tyne and Wear NE2 1TJ

Date 24. Systember 20.3.

ABBREVIATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2012

		2012	}	2011	
	Notes	£	£	£	£
TURNOVER	2		8,813,696		9,156,502
Cost of sales and other operating income			(5,633,144)		(5,789,998)
			3,180,552		3,366,504
Distribution costs		206,728		233,123	
Administrative expenses		2,874,270	3,080,998	2,967,034	3,200,157
OPERATING PROFIT	4		99,554		166,347
Exceptional items	5		49,855		172,764
			49,699		(6,417)
Interest receivable and similar income	6		281		
			49,980		(6,417)
Interest payable and similar charges	7		41,763		63,655
PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION			8,217		(70,072)
Tax on profit/(loss) on ordinary activities	8		15,506		(14,937)
LOSS FOR THE FINANCIAL YEAR			(7,289)		(55,135)

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current year or previous year

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the losses for the current year or previous year

ABBREVIATED BALANCE SHEET 31 DECEMBER 2012

		2012	2	2011	l
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	9		44,747		49,718
Tangible assets	10		1,630,194		2,009,031
			1,674,941		2,058,749
CURRENT ASSETS					
Stocks	11	525,997		346,113	
Debtors	12	2,169,104		1,740,088	
Cash at bank and in hand		525,028		108,616	
		3,220,129		2,194,817	
CREDITORS	13	2 550 250		2 625 025	
Amounts falling due within one year	13	3,559,278		2,635,935	
NET CURRENT LIABILITIES			(339,149)		(441,118)
TOTAL ASSETS LESS CURRENT LIABILITIES			1,335,792		1,617,631
CREDITORS Amounts falling due after more than one					(611.205)
year	14		(354,149)		(644,205)
PROVISIONS FOR LIABILITIES	18		(117,876)		(102,370)
NET ASSETS			863,767 ======		871,056
CAPITAL AND RESERVES					
Called up share capital	19		321,895		321,895
Capital redemption reserve	20		82,432		82,432
Profit and loss account	20		459,440		466,729
SHAREHOLDERS' FUNDS	23		863,767		871,056
			_		

The abbreviated accounts have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to medium-sized companies

The financial statements were approved by the Board of Directors on its behalf by

29/9/13

and were signed on

P Kane - Director

L Kane - Director

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2012

		201	2	201	1
	Notes	£	£	£	£
Net cash inflow from operating activities	1		752,266		481,798
Returns on investments and servicing of finance	2		(41,482)		(63,655)
Capital expenditure	2		30,948		(55,137)
			741,732		363,006
Financing	2		(325,320)		(243,076)
Increase in cash in the period			416,412		119,930
Reconciliation of net cash flow to movement in net debt	3			·	
Increase In cash in the period Cash outflow		416,412		119,930	
from decrease in debt and lease financin	g	109,978		223,076	
Change in net debt resulting from cash flows			526,390		343,006
Movement in net debt in the period Net debt at 1 January			526,390 (1,725,231)		343,006 (2,068,237)
Net debt at 31 December			(1,198,841)		(1,725,231)

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2012

RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2012	2011
	£	£
Operating profit	99,554	166,347
Depreciation charges	326,866	389,846
Loss on disposal of fixed assets	25,993	2,243
Exceptional items	(49,855)	(172,764)
(Increase)/decrease in stocks	(179,884)	63,569
(Increase)/decrease in debtors	(429,016)	192,719
Increase/(decrease) in creditors	958,608	(160,162)
Net cash inflow from operating activities	752,266	481,798

2 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2012	2011
	£	£
Returns on investments and servicing of finance		
Interest received	281	-
Interest paid	(847)	(8,020)
Interest element of hire purchase payments	(40,916)	(55,635)
Net cash outflow for returns on investments and servicing of finance	(41,482) =====	(63,655)
Capital expenditure		
Purchase of tangible fixed assets	(76,002)	(60,287)
Sale of tangible fixed assets	106,950	5,150
Net cash inflow/(outflow) for capital expenditure	30,948	(55,137)
Financing		
New loans in year	-	222,115
Loan repayments in year	(46,239)	(138,648)
Capital repayments in year	(279,625)	(306,543)
Amount introduced by directors	544	-
Share buyback	-	(20,000)
Net cash outflow from financing	(325,320)	(243,076)
-		

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2012

3 ANALYSIS OF CHANGES IN NET DEBT

	At 1 1.12	Cash flow £	31.12.12 £
Net cash Cash at bank and in hand	108,616	416,412	525,028
	108,616	416,412	525,028
Debt Hire purchase	(915,081)	279,625	(635,456)
Debts falling due within one year	(918,766)	(169,647)	(1,088,413)
	(1,833,847)	109,978	(1,723,869)
Total	(1,725,231)	526,390	(1,198,841)

NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2012

1 ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements have been prepared on a going concern basis on the grounds that current and future sources of funding or support will be more than adequate for the company's needs. The directors have considered a period of twelve months from the date of approval of the financial statements and believe that no further disclosures relating to the company's ability to continue as a going concern need to be made in the financial statements.

Accounting convention

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards

Turnover

Turnover represents net invoiced sales of goods, excluding value added tax

Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in 2001, is being amortised evenly over its estimated useful life of twenty years

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter

Leasehold Property - 2% on cost
Plant and machinery -10% on cost
Fixtures and fittings -10% on cost

Computer equipment -varying rates of 10 to 33% on cost

Motor vehicles -25% on reducing balance

Stocks

Stocks and work in progress are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date. No discounting is applied to deferred tax.

Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

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NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

2 TURNOVER

The turnover and profit (2011 - loss) before taxation are attributable to the one principal activity of the company

An analysis of turnover by geographical market is given below

		2012 £	2011 £
	Sales UK	8,288,267	8,640,648
	Sales Europe	525,429	515,854
		8,813,696	9,156,502
3	STAFF COSTS		
		2012	2011
		£	£
	Wages and salaries	2,936,964	2,899,478
	Social security costs	270,483	285,482
		3,207,447	3,184,960
	The average monthly number of employees during the year was as follows		
		2012	2011
	Production	86	87
	Administration	55	49
		141	136

The company operates a defined contribution schemes for the staff and directors Payments to the schemes in the year amounted to £Nil (2011 - £Nil)

4 OPERATING PROFIT

The operating profit is stated after charging

	2012 £	2011 £
Hire of plant and machinery	59,063	46,038
Other operating leases	23,457	24,245
Depreciation - owned assets	131,058	172,039
Depreciation - assets on hire purchase contracts	190,838	212,835
Loss on disposal of fixed assets	25,993	2,243
Goodwill amortisation	4,971	4,971
Auditors' remuneration	6,950	6,950
Directors' remuneration	239,606	294,963
The number of directors to whom retirement benefits were accruing was as follows		
Money purchase schemes	7	7

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

4 OPERATING PROFIT - continued

	Information regarding the highest paid director is as follows	2012 £	2011 £
	Emoluments etc	113,032	120,356
5	EXCEPTIONAL ITEMS		
	Exceptional items represent costs in respect of redundancy and rationalisation of the	business	
6	INTEREST RECEIVABLE AND SIMILAR INCOME	2012 £	2011 £
	Bank interest received (gross)		<u> </u>
7	INTEREST PAYABLE AND SIMILAR CHARGES		
		2012 £	2011 £
	Bank interest	-	558
	Bank loan interest	357	5,648
	Other interest payable	490	1,814
	Hire purchase	40,916	55,635
		41,763	63,655
8	TAXATION		
	Analysis of the tax charge/(credit) The tax charge/(credit) on the profit on ordinary activities for the year was as follows:		
		2012 £	2011 £
	Deferred tax	15,506	(14,937)
	Tax on profit/(loss) on ordinary activities	15,506	(14,937)

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

8 TAXATION - continued

9

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below

	2012 £	2011 £
Profit/(loss) on ordinary activities before tax	8,217	(70,072)
Profit/(loss) on ordinary activities		
multiplied by the standard rate of corporation tax		
in the UK of 20% (2011 - 20%)	1,643	(14,014)
Effects of		
Income and expenses not deductible for tax purposes	12,924	3,871
Capital allowances in the period lower than depreciation	37,729	24,169
Property losses utilised	(56)	-
Losses from previous periods utilised	(137,747)	(14,026)
Losses carried forward to future periods	85,507	
Current tax charge/(credit)		
INTANGIBLE FIXED ASSETS		
		Goodwill £
COST		-
At 1 January 2012		
and 31 December 2012		99,428
AMORTISATION		
At 1 January 2012		49,710
Amortisation for year		4,971
At 31 December 2012		54,681
NET BOOK VALUE		
At 31 December 2012		44,747
At 31 December 2011		49,718

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

10 TANGIBLE FIXED ASSETS

	Improvements	6		
	to property £	Plant and machinery	Motor vehicles £	Totals £
COST				
At 1 January 2012	51,556	4,876,341	114,198	5,042,095
Additions	-	76,002	-	76,002
Disposals	<u> </u>	(466,800)	(5,500)	(472,300)
At 31 December 2012	51,556	4,485,543	108,698	4,645,797
DEPRECIATION				
At 1 January 2012	6,917	2,939,550	86,597	3,033,064
Charge for year	1,031	311,717	9,148	321,896
Eliminated on disposal		(334,800)	(4,557)	(339,357)
At 31 December 2012	7,948	2,916,467	91,188	3,015,603
NET BOOK VALUE				
At 31 December 2012	43,608	1,569,076	17,510	1,630,194
At 31 December 2011	44,639	1,936,791	27,601	2,009,031

Improvements to property are in respect of short leasehold land and buildings

Fixed assets, included in the above, whi	ch are held under hire	purchase contracts are as	follows
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Tixed assets, included in the above, which are note under the parentage contracts are as follows	Plant and machinery £
COST	
At 1 January 2012	2,148,375
Disposals	(240,000)
Transfer to ownership	(123,375)
At 31 December 2012	1,785,000
DEPRECIATION	
At 1 January 2012	823,613
Charge for year	190,838
Eliminated on disposal	(108,000)
Transfer to ownership	(54,700)
At 31 December 2012	851,751
NET BOOK VALUE	
At 31 December 2012	933,249
At 31 December 2011	1,324,762

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

11	STOCKS		
• •	or och b	2012	2011
		£	£
	Raw materials	120,384	59,953
	Finished goods & goods for resale	162,343	151,017
	Work-in-progress	243,270	135,143
			
		525,997	346,113
			•
12	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2012	2011
		£	£
	Trade debtors	2,053,868	1,635,926
	Sundry debtors	80	811
	Prepayments and accrued income	115,156	103,351
		2 160 104	1.740.000
		2,169,104	1,740,088
13	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2012	2011
		£	£
	Bank loans and overdrafts (see note 15)	-	46,239
	Other loans (see note 15)	1,088,413	872,527
	Hire purchase contracts (see note 16)	281,307	270,876
	Trade creditors	1,393,943	1,188,727
	Social security and other taxes	217,453	149,070
	Sundry creditors	469,951	39,588
	Directors' current accounts	11,006	10,462
	Accrued expenses	97,205	58,446
		3,559,278	2,635,935
		====	======
14	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE		
	YEAR	2012	2011
		2012 £	£
	Humanimahasa aantmata (aaa nata 16)	354,149	644,205
	Hire purchase contracts (see note 16)	554,149	======
15	LOANS		
	An analysis of the measurement of leave is given below		
	An analysis of the maturity of loans is given below		
		2012	2011
		£	£
	Amounts falling due within one year or on demand		
	Bank loans	-	46,239
	Other loans	1,088,413	872,527
		1,088,413	918,766

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

16 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire purcha	ise contracts
	2012	2011
	£	£
Gross obligations repayable		
Within one year	306,461	328,958
Between one and five years	371,757	665,014
	678,218	993,972
Finance charges repayable		
Within one year	25,154	58,082
Between one and five years	17,608	20,809
	42,762	78,891
Net obligations repayable		
Within one year	281,307	270,876
Between one and five years	354,149	644,205
	635,456	915,081
		

The following operating lease payments are committed to be paid within one year

	Land and buildings		Other operating leases	
	2012 £	2011 £	2012 £	2011 £
Expiring	_		- 07.4	
Within one year	-	-	2,934	-
Between one and five years	131,500	131,500	-	4,572
In more than five years	233,336	233,336		
	364,836	364,836	2,934	4,572
				

17 SECURED DEBTS

The following secured debts are included within creditors

	2012	2011
	£	£
Bank loans	-	46,239
Other loans	1,088,413	872,527
Hire purchase contracts	635,456	915,081
	1,723,869	1,833,847
	=	

Other loans includes a factoring loan secured by a mortgage debenture incorporating a fixed and floating charge over the company's assets. Hire purchase creditors are secured on the assets concerned

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

18 F	PROV	ISIONS	FOR L	JABIL	LITIES
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				2012 £	2011 £
	Deferred tax Accelerated Unrelieved	d capital allowances		203,383 (85,507)	240,117 (137,747)
			-	117,876	102,370
	Balance at 1 Charged to paccount	January 2012 profit & loss			Deferred tax £ 102,370 15,506
		1 December 2012			117,876
19	CALLED U	JP SHARE CAPITAL			
	Allotted, iss	ued and fully paid			
	Number	Class	Nominal value	2012 £	2011 £
	21,895 300,000	Ordinary Preference	£1 £1	21,895 300,000	21,895
				321,895	321,895

The preference shares hold no right to receive notices or vote at any general meeting or to receive any dividend. The shares are redeemable at the option of the company

20 RESERVES

		Profit and loss account £	Capital redemption reserve	Totals £
	At 1 January 2012	466,729	82,432	549,161
	Deficit for the year	(7,289)		(7,289) ———
	At 31 December 2012	459,440	82,432	541,872
21	CAPITAL COMMITMENTS		2012	2011
			£	£
	Contracted but not provided for in the financial statements			18,000

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

22 RELATED PARTY DISCLOSURES

Some of the directors of this company are also trustees of the BLP Pension Scheme Rents of £300,036 (2011 - £300,036) charged in the year are in respect of property owned by the BLP Pension Scheme This charge is on normal commercial terms. This amount was still outstanding at the year end

The company also paid £64,650 (2011 - £64,650) in rent to BLP Properties, a partnership in which some of the directors of the company have an interest. The rent paid was on normal commercial terms

Included in creditors falling due within one year are the following director loan account balances -

		2012 £	2011 £
	B Kane	6,020	6,020
	L Kane	4,440	4,440
	P Kane	544	,,
	S Dobinson	2	2
		11,006	10,462
23	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS	2012 £	2011 £
	Loss for the financial year	£ (7,289)	(55,135)
	Share buyback	-	(20,000)
	Net reduction of shareholders' funds	(7,289)	(75,135)
	Opening shareholders' funds	871,056	946,191
	Closing shareholders' funds	863,767	871,056

24 CONTROL

The company is controlled by members of the Kane family